



MedShare

2016 ANNUAL REPORT



NET

26.558 KG
58.560 LBS

CU.CAP.

76.2 CUM.
2.690 CUFT.

FOR REPAIR USE
CORTEN EQUIVALENT

A330

SSPC



MedShare

2016 ANNUAL REPORT

EMPOWERING COMMUNITIES, IMPACTING THE WORLD

Dear Friends,

MedShare strives to empower communities and impact the world in everything we do. In this report we hope to demonstrate just how important each individual community is to our mission, how lasting change can only be achieved if we work together, and how MedShare has impacted and empowered over the past year.

This report serves as an overview of the 2016 fiscal year and highlights a few of our proudest moments and some of the most heartwarming responses to our work. We value the feedback we get from our recipients because it reminds us that what we do each day at MedShare impacts real people in real ways across the world.

This year was a difficult one for many. Earthquakes shook Ecuador and continue to affect Nepal. Syrian refugees are fleeing a devastating civil war. Ethiopia faces its worst drought in decades. But as we worked with each of these countries this year, we found that the power of community overcame those disasters. We heard incredible stories of resilience and empowerment as MedShare, healthcare workers, and community members came together to rebuild damaged health systems and work toward a sustainable future.

With the generous contributions of our donors and the tireless support of our volunteers, MedShare was able to make a greater impact than ever before in 2016. We sent 156 shipments to 31 different countries valued at over \$21 million and provisioned 311 Medical Mission Teams with 36,000 pounds of product valued at \$700,000. Continuing our domestic programs, we supported 67 Free and Safety-Net Clinics with 5,000 pounds of supplies valued at \$80,000. Our continued commitment to making a positive impact on the environment allowed us to divert 2,479,073 pounds of supplies and equipment from U.S. landfills. And all of this was made possible by partners, donors, board members, council members and more than 20,000 volunteers who supported us in 2016.

Since our founding in 1998, MedShare has sent more than 1,375 shipments to 97 countries, nearly half of the recognized countries on Earth. We have trained 1,500 biomedical technicians and end-users, empowering healthcare facilities in underserved communities to utilize the best technology and provide quality care to their patients. In total we have diverted 17.5 million pounds of high-quality, usable supplies and equipment from US landfills and repurposed them to help strengthen fragile health systems around the world.

Empowering communities and impacting the world go hand in hand. When one community succeeds, we all succeed. That's why MedShare works every day to improve the quality of life of people and our planet— one community at a time.



Charles Redding,
CEO & President



Charlie Evans
FY16 Board Chair

WHO WE ARE

EMPOWERING COMMUNITIES,
IMPACTING THE WORLD



Our Mission

MedShare is dedicated to improving the quality of life of people, communities and our planet by sourcing and directly delivering surplus medical supplies and equipment to communities in need around the world.

Our Commitment

MedShare is committed to providing assistance to all healthcare organizations and medical professionals that serve vulnerable populations regardless of religion, political affiliation, or race. MedShare often partners with various faith-based and non-governmental organizations to fulfill our mission. MedShare is steadfast in our obligation to provide high-quality medical supplies and equipment to hospitals and clinics in need.

Our Purpose

MedShare is a humanitarian aid organization that sources surplus, essential medical supplies and equipment and directly delivers them, with training, to medical facilities around the world, to help build capacity and improve the quality of life of people, communities and our planet.

Our Community

MedShare relies solely on the generosity of individuals, foundations, corporations, and government grants to carry out our mission.

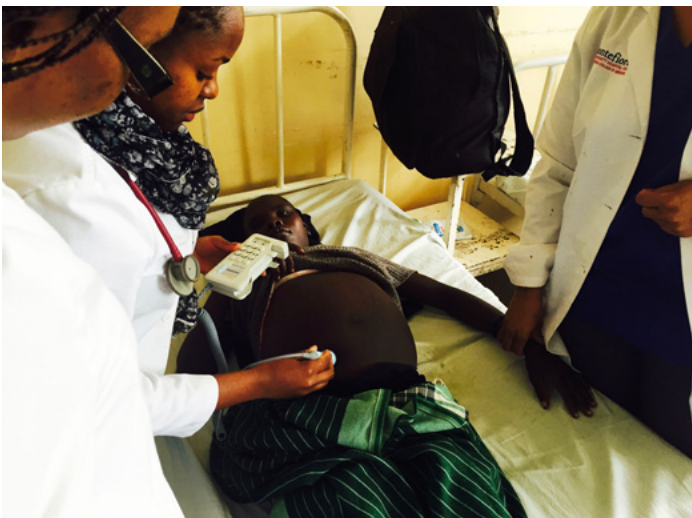
MATERNAL & CHILD HEALTH

296

UNITS OF BIOMEDICAL EQUIPMENT DONATED TO STRENGTHEN HEALTH SYSTEMS

129

CLEAN BIRTHING KITS SENT TO PROVIDE SAFE CONDITIONS FOR MOTHERS TO GIVE BIRTH



MedShare's Maternal & Child Health Program intends to improve the quality of healthcare for mothers and children in the medically underserved countries we serve; thereby reducing the number of deaths associated with childbirth.

Every day, approximately 830 women die from preventable causes related to pregnancy and childbirth, according to the World Health Organization. 99% of maternal deaths occur in developing countries due to the inability to access quality healthcare, insufficient medical supplies, and poverty.

"At the pediatric and maternity ward, the resuscitating equipment for new born babies helped staff in supporting newly born babies who find it difficult to breathe. Babies who were resuscitated could have developed serious complications if the items were not available."

Ousman Darboe, Senior Nursing Officer in Maternity, Bansang Hospital, The Gambia

"Thank you so much for donating the doppler, it was a huge game changer in West Pokot, Kenya. The nurses and physicians at Kapenguria Hospital were overjoyed and extremely grateful when we unveiled the doppler."

Sobaata Chaudhry, Saving Mothers, West Pokot, Kenya

DISASTER RELIEF

8

SHIPMENTS SENT FOR
EARTHQUAKE RELIEF IN
NEPAL

7

SHIPMENTS SENT FOR
EARTHQUAKE RELIEF IN
ECUADOR

More than 90% of deaths related to natural disasters occur in developing countries because of poverty and a lack of resources, according to the World Health Organization (WHO).



Through MedShare's Disaster Relief Program, we are in a unique position to equip first responders in the immediate aftermath of a natural disaster. We partner with local institutions and governments to support long-term recovery and empower healthcare workers to provide more patients with quality care.

MedShare sent seven shipments to Ecuador in response to the earthquakes in 2016. These shipments helped stock damaged healthcare facilities and provided supplies necessary to care for the huge numbers of people injured by the earthquakes.

MedShare continued our Nepali disaster relief efforts in 2016 by sending supplies to the Oda Foundation. This organization serves one of the most underdeveloped areas in Southeast Asia, a community that is still feeling the after-effects of the quakes.

INFECTIOUS DISEASE CONTROL & PREVENTION

18,384

CASES OF GLOVES
DISTRIBUTED TO
PREVENT THE SPREAD
OF DISEASE

51,341

BOXES OF PPE SENT TO
PROTECT HEALTHCARE
WORKERS FROM
INFECTION

1.6 million

NUMBER OF PEOPLE
IN THE DEVELOPING
WORLD THAT DIE FROM
HEALTHCARE
ASSOCIATED
INFECTIONS EACH YEAR
(source: WHO)



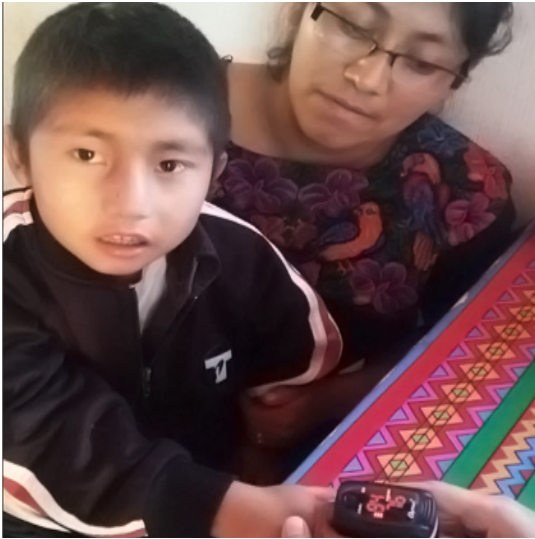
Our Infectious Disease Control & Prevention Program is prepared to respond when intervention in infectious disease outbreak is most needed. Protecting healthcare professionals on the front lines is the first step to controlling the spread of infectious disease, which is why MedShare provides Personal Protective Equipment (PPE) to facilities worldwide.

In 2015, MedShare shipped a container of PPE to Eben-Ezer Hospital in Croix des Bouquets, Haiti. Before the shipment was delivered, surgeons at Eben-Ezer had to delay a patient's surgery because they had no gloves. The entirety of their small supply had been used up the night before attending to the victims of a car crash. MedShare's donation allowed surgeons to operate as soon as the supplies arrived. A surgical nurse said that MedShare "could not begin to understand how much these gloves helped a suffering patient."

"Medical supplies are of vital importance to the day to day running of the hospital, as such, their absence makes it difficult, if not impossible, to deliver services. The [donated] gloves and other PPE materials prevent cross infections, the sharp boxes allow proper disposal of infected sharps, and basic equipment such as the infusion pumps have enhanced service delivery to patients."

Healthcare worker at Jammeh Foundation for Peace Hospital in Banjul, The Gambia

PRIMARY CARE



758

BEDS SENT TO INCREASE CAPACITY FOR HEALTHCARE FACILITIES

1,624

PIECES OF EQUIPMENT SENT TO IMPROVE THE QUALITY OF PRIMARY CARE



"Of the 1,000 patients seen each month, approximately 310 have problems like hypertension and diabetes, plus about 60% of those are routinely evaluated for blood pressure as a vital sign. Thanks to the sphygmomanometer that we've received we can keep giving this follow-up to our patients."

"Thanks to the pulse oximeter received as part of the donation, our patients with respiratory problems can have better pulmonary monitoring."

Javier Rodriguez, Director of Operations for Agape en Acción

The goal of MedShare's Primary Care Program is to build healthy communities and strengthen health systems both locally and abroad by providing communities with the basic supplies and equipment necessary for general care.

Primary healthcare is the foundation of health systems; it is central to preventing epidemics like Ebola, improving women's and children's health, controlling major infectious diseases, and managing the burden of non-communicable diseases like heart disease and cancer.

With the help of our partners at The Kimberly-Clark Foundation, MedShare sent a shipment to Santa Cruz del Quiche, Guatemala. Javier Rodriguez, Director of Operations for Agape en Acción, thanked MedShare for our donation saying that the single shipment provided primary care for patients from 15 different villages.

BIOMEDICAL EQUIPMENT TRAINING & REPAIR SERVICE

Our Biomedical Equipment Training & Repair Service focuses on providing quality, functional medical equipment and state-of-the-art training. Empowering healthcare workers to utilize and maintain this equipment creates employment opportunities for those who receive training and allows facilities in underserved communities to provide quality care for years to come.

80% of biomedical equipment in developing countries is donated— but less than 30% of that equipment is usable. Equipment is donated in poor condition, without all necessary parts, or is given without the proper training and maintenance resources. (source: WHO)

Earlier this year the Keta District Hospital in Ghana had no biomedical equipment for maternal health. When women needed emergency prenatal care they were referred to a hospital more than 100 miles away. Many women died on their way to the referral hospital. Others who couldn't afford to travel died at Keta, all because of a lack of equipment. After receiving an ultrasound machine and biomedical equipment training from MedShare, the maternal mortality rate at Keta dropped significantly. This one donation allowed mothers in Ghana to see the hospital as a safe place to give birth and empowered healthcare workers to provide quality care to their patients for years to come.





6

COUNTRIES THAT RECEIVED BIOMEDICAL ENGINEERING TRAINING IN 2016

20

HEALTHCARE FACILITIES THAT RECEIVED BIOMEDICAL ENGINEERING TRAINING IN 2016

4,500

PIECES OF EQUIPMENT REPAIRED AND REFURBISHED IN 2016

750

PIECES OF EQUIPMENT INSTALLED IN-COUNTRY IN 2016

258

ENGINEERS, TECHNICIANS AND END-USERS TRAINED INTERNATIONALLY IN 2016

346

BIOMEDICAL ENGINEERING STUDENTS TRAINED LOCALLY IN 2016

22

RECIPIENT COUNTRIES SINCE THE BEGINNING OF THE PROGRAM

1,500

ENGINEERS AND TECHNICIANS TRAINED SINCE THE BEGINNING OF THE PROGRAM

3,250

PIECES OF BIOMEDICAL EQUIPMENT SENT IN 2016



IMPACT SHIPMENT REFUGEE CRISIS

With the help of the Baccash Family Foundation, Euclid Outpatient Surgery Center, and Every Syrian, MedShare sent our 7th shipment of supplies and equipment to Turkey for Syrian aid. To avoid the danger and uncertainty of getting supplies to those in need, we sent the shipment to Mersin, Turkey where our partners at the Union of Syrian Medical Relief Organizations (UOSSM) were waiting for us.

UOSSM aid workers loaded the supplies onto a truck and began the dangerous journey across the Syrian border. It took three months for the supplies to safely reach the frontlines of the civil war in Idlib, just 40 miles southwest of Aleppo. Dodging airstrikes and ground bombings, the aid workers at UOSSM risked their lives to deliver supplies and equipment to victims of the civil war.



Top: Surgeons operate on an orthopedic surgical table donated by MedShare. Bottom Left: Boy learns to walk with his new splint at Sarmada Rehabilitation Center. Bottom Right: The results of the bombings at Aqrabat Hospital, one of the recipient facilities.

IMPACT SHIPMENT EARTHQUAKE RELIEF

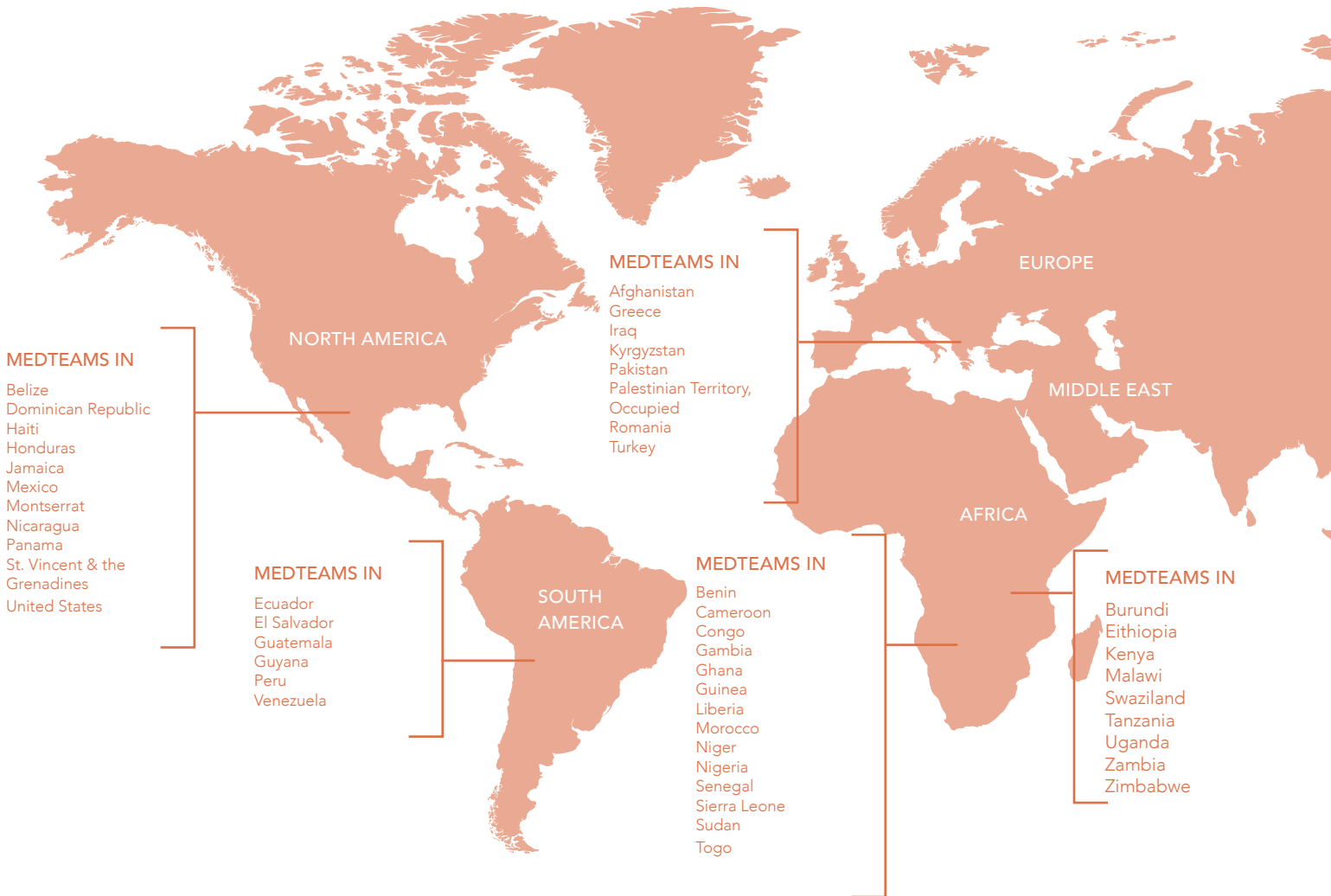


In November of 2015 MedShare delivered a shipment of medical supplies and equipment to the Oda Foundation in Nepal's Karnali Zone. The devastation of the 2015 earthquakes in conjunction with the civil and political unrest in the area made getting the supplies to Oda a challenge. But when the shipment reached port in Kolkata, India, community members came together to make sure that the container's contents made their way to Oda's very remote location. After crossing the ocean, taking two bus trips, and being carried two hours on foot, the supplies, equipment, and furniture were distributed to two hospitals and 30 partner health posts serving more than 150,000 people.

Left: Nepali man carries a much needed bed on the two-hour hike to the Oda Foundation. Top right: Community members carry supplies to Oda. Bottom right: Nepali girl with leg cast supplied by MedShare.

EMPOWERING COMMUNITIES

IMPACT



S NG THE WORLD



156

SHIPMENTS SENT

31

RECIPIENT COUNTRIES

2.5 million

POUNDS OF PRODUCT
DIVERTED FROM
LANDFILLS

311

MEDICAL MISSION
TEAMS EQUIPPED

67

CLINIC VISITS SUPPORTED

SHIPMENTS

Cameroon
Côte D'ivoire
Dominican Republic
Ecuador
El Salvador
Ethiopia
Gambia
Ghana
Guatemala
Haiti

Honduras
Jamaica
Kenya
Lebanon
Liberia
Malawi
Mauritania
Nepal
Nicaragua
Nigeria
Papua New Guinea
Philippines

Rwanda
Sierra Leone
The Democratic
Republic Of Congo
Tonga
Turkey
Uganda
The United States
Vietnam
Zambia



VOLUNTEERING AT MEDSHARE

TOTAL VOLUNTEERS | **20,218**

TOTAL POUNDS OF SUPPLIES SORTED | **991,676**

TOTAL BOXES PACKAGED | **147,420**

TOTAL VOLUNTEER HOURS COMPLETED | **60,654**



Volunteer Spotlight

Mahnoor Mahmood

Mahnoor started volunteering in the Northeastern Region, MedShare's newest location, last year. She has volunteered more than 50 hours and helped organize two events for MedShare.

"MedShare has formed a direct bridge between us as volunteers and people in need who are thousands of miles away. The mission of MedShare is such a noble cause and our volunteer efforts have such a direct impact on the well being of so many people."

MEDICAL MISSION TEAMS

MedShare equipped 311 medical mission teams with essential supplies and equipment in 2016. Our supplies paired with their medical expertise impacted countless patients in 56 countries this year.



Emily Rymland, Nurse Practitioner at the East Bay AIDS Center in Oakland, California and Medical Director for Em's Clinic in Kiryabicooli, Uganda

Emily's Story

“The first time I visited Medshare I was amazed. I was thrilled as I walked through the warehouse, seeing all of the supplies that would allow me to open the doors. In addition to getting the supplies, the staff helped me to determine what I needed and what made the most sense to bring. Each time I fly, I am allowed to carry two 50 lb. bags on the airline for free. Each January, I take a team of about 12 medical providers to help with care at the clinic and further out in the bush. The supplies include instruments, bandages, sutures, oh, so many supplies! Our shelves are stocked. This would not have happened in such a timely affordable manner without MedShare. It's because of MedShare that we are able to provide the care to our patients for such an affordable rate.

I'm working with medical providers who come from really basic clinics and so when I show up now carrying the MedShare duffle bags filled with supplies, they cannot believe what they're getting, things they've never seen. They are so appreciative that they actually have things to provide care, where some of the other clinics don't have anything.”

U.S. FREE & SAFETY CLINICS

MedShare donates supplies to American free and safety net clinics, empowering them to serve those most in need in The United States. Through 67 clinic visits this year, MedShare gave healthcare workers the tools they need to provide care to communities all across the country.

MedShare's Western Region operates in the middle of one of the largest homeless communities in the country. So last year we worked with Dr. Noha Aboelata and Roots Community Health Center more than 20 times as they implemented their STOMP campaign to send a mobile clinic to areas where homelessness is prevalent. Our donations allowed STOMP to deliver first aid and hygiene kits to homeless individuals all over Oakland, California.



“When we first started the clinic we actually were able to get everything that we needed at a time when we had no funding actually, no support. From helping us outfit our very first clinic to helping us scale up into a larger-sized facility, to outfitting our homeless team with all the supplies it needs, MedShare has been an invaluable partner. We don't know what we would do without them.”

Dr. Noha Aboelata, Founder/CEO of Roots Community Health Center in Oakland, California

IMPACT TRIP GUATEMALA

Each year, MedShare's CEO & President, travels with twenty donors and members of the Board of Trustees to one of the countries MedShare has served. In 2016, the group traveled to Guatemala.

They visited six hospitals and healthcare facilities to examine health systems and better understand medical needs in Guatemala. The trip focused on the most vulnerable communities in Central American healthcare systems: women, children, the elderly, and physically challenged patients.

In surveying these facilities, meeting with medical professionals, and speaking with government officials, members of the Impact Trip learned how working with local communities can help increase capacity, strengthen healthcare systems, and lead to sustainable, quality medical care in the region.



Top right: Boy being treated with MedShare supplies. Left: Members of MedShare's Impact Trip at Hospitalito Atilan in Santiago Atilan. Bottom right: Nurse discussing Guatemala's pediatric healthcare needs with Impact Trip members.

TEN YEARS OF IMPACT WITH HENRY SCHEIN



In 2016 MedShare celebrated ten years of working with Henry Schein to improve the quality of life of people and our planet. Over the past decade, our partnership has allowed us to impact more than 500 healthcare facilities in 84 countries. Thank you, Henry Schein!



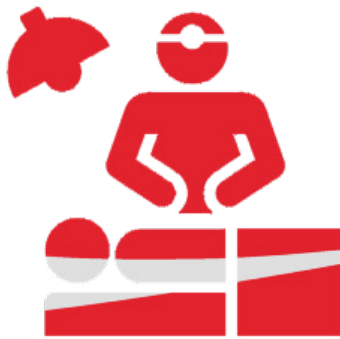
Top left: CEO & President, Charles Redding speaks with Steve Kess, VP for Global Professional Relations. Above: Former MedShare Board Chair, Charlie Evans, CEO & President, Charles Redding, Henry Schein Board Member and former US Secretary of Health & Human Services, Dr. Louis Sullivan, and Henry Schein CEO, Stanley Bergman cut the celebratory cake. Bottom left: MedShare staff and Board celebrate 10 years with Henry Schein.



EMPOWERING COMMUNITIES WITH TCCAF



70
containers shipped



2,427
pieces of
equipment sent



352
engineers and
end-users trained



800,000
patients served

Coca-Cola Africa Foundation

Over five years MedShare has teamed up with The Coca-Cola Africa Foundation's ShareHope program to invest in the long-term success of 18 hospitals in Africa. As of this year we have sent 70 shipments to Cameroon, Ghana, Kenya, Malawi, and Mauritania. Together, we have strengthened health systems and impacted lives.

Agnes Muthoni is a physically challenged woman from Maai Mahiu, Kenya. For most of her life, Agnes was forced to crawl in order to get around. She depended entirely on her aunt and cousins because of her limited mobility. But thanks to a shipment sent by MedShare and Sharehope, Agnes received a PET vehicle. Now, for the first time in her life, she has the ability to move on her own. This partnership will allow us to help even more people like Agnes in the years to come!



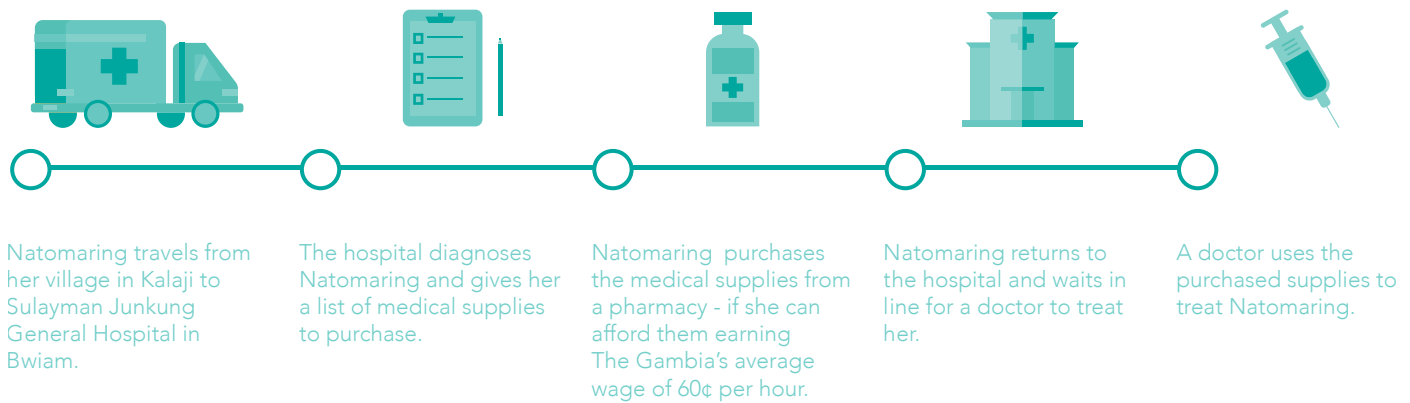
SEEKING CARE IN THE GAMBIA

Natomaring's Journey

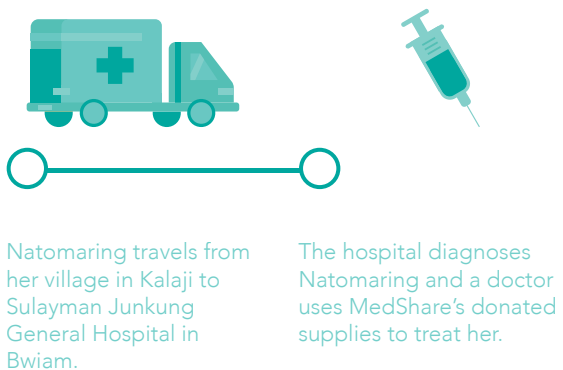
Unlike hospitals in the US, many facilities in the developing world don't have the resources to provide immediate care for those in need. In most cases patients receive a diagnosis, go to the pharmacy to buy medical supplies for themselves, and then return to the hospital for treatment. MedShare donations supply facilities with the resources necessary to help patients on the spot, empowering medical professionals to provide the best care.

Last year, Natomaring Saidy, a new mother from Kalaji, needed post-natal care. Most hospitals in the area do not have the resources to treat patients who need immediate attention. But because Sulayman Junkung General Hospital received a donation from MedShare's Maternal & Child Health Program, Natomaring received the care she needed right away. Follow Natomaring's journey below:

Without MedShare's Supplies



With MedShare's Supplies



"I came to the hospital for services and I was given diapers for free and benefited from other services that I was going to buy from a local pharmacy, but I was told some people donated these items to the hospital. I do not know who they are but I want to thank them for the help they gave to us."

Natomaring Saidy

FINANCIAL STATEMENTS

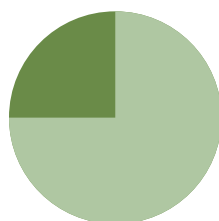
MedShare International, Inc. Summary Statement of Activities For the Year Ended June 30, 2016

| | Unrestricted | Temporarily Restricted | Permanently Restricted | Total |
|---------------------------------------|-------------------|---------------------------|---------------------------|-------------------|
| Revenue & Support | | | | |
| Grants and contributions | \$ 1,511,557 | \$ - | \$ - | \$ 1,511,557 |
| Contributions for specific projects | - | 2,572,533 | - | 2,572,533 |
| Special events, net of expenses | 489,465 | - | - | 489,465 |
| In-kind contributions | | | | |
| Equipment and supplies | 19,790,559 | - | - | 19,790,559 |
| Professional services | 81,819 | - | - | 81,819 |
| Earnings on investments, net | - | 2,910 | - | 2,910 |
| Other income | 23,080 | - | - | 23,080 |
| Net assets released from restrictions | 4,338,463 | (4,338,463) | - | - |
| Total revenue and support | <u>26,234,943</u> | <u>(1,763,020)</u> | <u>-</u> | <u>24,471,923</u> |
| Expenses | | | | |
| Program expenses | 26,598,399 | - | - | 26,598,399 |
| Fundraising expenses | 836,841 | - | - | 836,841 |
| Management and general expenses | 625,482 | - | - | 625,482 |
| Total expenses | <u>28,060,722</u> | <u>-</u> | <u>-</u> | <u>28,060,722</u> |
| Decrease in Net Assets | (1,825,779) | (1,763,020) | - | (3,588,799) |
| Net Assets, Beginning of Year | 16,657,504 | 4,928,608 | 1,000,000 | 22,586,112 |
| Net Assets, End of Year | <u>14,831,725</u> | <u>3,165,588</u> | <u>1,000,000</u> | <u>18,997,313</u> |

Summary Balance Sheet

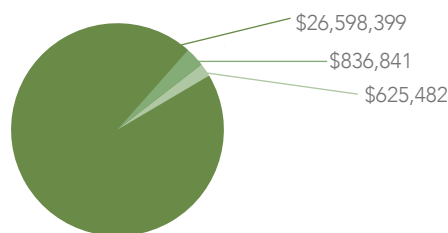
| Assets | | Liabilities & Net Assets | |
|-------------------------|-------------------|--|-------------------|
| Cash and Investments: | \$2,854,659 | Accounts Payable and Accrued Expenses: | \$535,072 |
| Receivables: | 1,075,885 | Unrestricted Net Assets: | 14,831,725 |
| Inventory: | 12,461,959 | Temporarily Restricted Net Assets: | 3,165,588 |
| Property and Equipment: | 1,744,433 | Permanently Restricted: | <u>1,000,000</u> |
| Endowment: | 1,130,923 | | |
| Other Assets: | <u>264,526</u> | | |
| Total Assets: | <u>19,532,385</u> | Total Liabilities and Net Assets: | <u>19,532,385</u> |

Revenue & Support
2016



In-kind: 75%
Cash: 25%

Operating Expenses
2016



Program Services: 95%
Fundraising: 3%
General Administration: 2%

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Northeast Region

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Barnabas Health (RWJBarnabas Health)
Best Buy
Citi Health Care Finance Group
Delta Chi
Hope Autism Solutions
Jersey College School of Nursing
Jewish Teen Educational Experiences network
Lang Youth Medical Program of NewYork-Presbyterian Hospital and
Columbia University Medical Center
L'Oréal
Meadowlands River Inn
Montclair State University
New Jersey Community Development Corporation Connections
Our House Volunteer Action Program
Paramus Catholic High School
Phi Sigma
Seton Hall Student Occupational Therapy Association
Swaminarayan Gadi Temple
Sunovion Pharmaceuticals Inc.
University of Delaware Making Doctors
YCS Sawtelle Learning Center
Zocdoc

Southeast Region

100 Black Men of South Metro Inc
A Better Chance Scholars
African Youth Elite Club
Agnes Scott College Community Day
Agnes Scott College HERO
AKA Tau Pi Omega Stone Mountain
Alpha Phi Alpha Fraternity Eta Lambda
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